

## SUPPLEMENTARY RETURN

(77a)

TO AN ORDER OF THE HOUSE OF COMMONS, dated the 1st day of February, 1905, for a return showing the names of all the commercial agents of Canada, where located, previous location, occupation and qualifications, amount of salary of each, other expenses connected with their positions, class of product they are chiefly interested in placing on the market, procedure in the different locations, results, specific and general.

R. W. SCOTT,

Secretary of State.

DEPARTMENT OF TRADE AND COMMERCE,

OTTAWA, April 27, 1905.

JOSEPH POPE, Esq., C.M.G.,

Under Secretary of State,

Ottawa.

SIR,—With reference to my letter of February 23rd, forwarding you certain information in connection with Canadian commercial agents required for an Order of the House of Commons, moved by Mr. Martin, of Queen's, I have the honour to inclose you herewith further information upon the subject which completes the return referred to.

I am also inclosing a copy of the two last issues of the Weekly Report.

Since my letter of February 23rd, Mr. C. M. Kittson has been appointed to South Africa, and Mr. E. D. Arnaud has been appointed to a new commercial agency at Chicago with a salary at the rate of \$2,500 and contingent expenses.

WM. G. PARMELEE,

Deputy Minister.

A. W. DONLY (ESTABLISHED AT MEXICO, D.F., MEXICO).

## PREVIOUS LOCATION AND OCCUPATION.

Resided in Simcoe, county of Norfolk, from time of birth in 1866 until 1889. In 1889 he went to Mexico, where he has since resided continuously with headquarters in the city of Mexico.

From 1882 to 1884 he was employed in the Simcoe agency of the Federal Bank. From 1884 to 1886 Deputy Registrar of the county of Norfolk. From 1886 to 1888 attended Victoria University at Cobourg. From 1888 until going to Mexico in July of 1889 taught in the Collegiate Institute at Woodstock, Ontario. From 1889 until 1902 was engaged in the publishing and sale of subscription books in that republic. In 1902 and 1903 was manager of the printing and book business of F. P. Hoeck & Co., in Mexico. From then, until his appointment as commercial agent he was auditor of the Railroad Watch and Time Inspection Service for the Railways of Mexico.



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## EXPERIENCE AND QUALIFICATIONS.

Any experience or qualifications that he possesses are such as he has acquired in these different callings.

## P. B. MACNAMARA (ESTABLISHED AT MANCHESTER, ENGLAND).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. MacNamara commenced business in Brockville in the year 1874 in dry goods, associated with his brother under the name of M. J. MacNamara & Bro. This business was dissolved in 1887, and he afterwards continued in business alone up to the time of his appointment to Manchester.

## EXPERIENCE AND QUALIFICATIONS.

While in business Mr. MacNamara was engaged in managing the manufacture of explosives for three years; also for two years manufacturing logwood. During the period of thirty years he had large experience with both customs and excise departments. His experience and qualifications to fill the office of commercial agent are begotten of his lengthy business experience in Canada.

## A. F. A. POINDRON (ESTABLISHED AT PARIS, FRANCE).

## PREVIOUS LOCATION AND OCCUPATION.

From 1881 to 1888 with the 'Compagnie des Chemins de Fer de l'Ouest.' He was graduate as one of the superintendents of the traffic since 1886, and in such quality assistant to a principal superintendent in Paris, when in 1888 he was proposed by the principals of the company to fill the following situation: From 1888 to 1891, chief of the central service in Paris head office, and secretary-treasurer of 'La Compagnie des Chemins de Fer de Dakar a St. Louis' (Senegal), a French corporation subsidized by the French government. He left in 1891 to take the following situation: Managing director in Paris of both 'La Compagnie des Tramways de St. Maur des Fosses et Extensions' and 'La Compagnie Bordelaise de Tramways et Chemins de Fer.' The St. Maur company has been further amalgamated with 'La Compagnie des Tramways de l'Est Parisien,' and the Bordeaux one has had to wind up for want of the necessary building capital. In 1895 he was appointed by the Governor-General of the French Indo-China, and with the approval of the French government, to specially investigate in Indo-China and China, with chief residence in Hanoi, into the commercial prospects and traffic possibilities of the railway system under consideration there at the time and since built, or in course of building, and to draw a plan of operation of the system. In 1897 he was general French manufacturers' agent in Montreal and general agent for America of the Franco-Canadian Steamship Line.

Appointed Canadian commercial agent in and for France in 1902.

## QUALIFICATIONS.

Bachelor of Arts. Graduate in law. One year in military service. Formerly captain of the 'Sections techniques d'ouvriers de chemin de fer de champagne.' Military service's obligations ended November, 1903. 'Conseiller du Commerce Exterieur de France.' Member of la Chambre de Commerce du District de Montreal.



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## G. EUSTACE BURKE (ESTABLISHED AT KINGSTON, JAMAICA).

## PREVIOUS LOCATION AND OCCUPATION.

For some time previous, and also at the time of his appointment as Canadian commercial agent, he was senior partner of the business firm of G. Eustace Burke & Bro. of Kingston, Jamaica, of which he still occupies a similar position.

## EXPERIENCE AND QUALIFICATIONS.

Thorough acquaintance, gained by practical experience, of the commercial and agricultural aspects of the colony, both as regarding its imports and exports, and consuming possibilities, as also a familiar knowledge of desirable traders and importers.

## J. B. JACKSON (ESTABLISHED AT LEEDS, ENGLAND; IN CHARGE ALSO OF THE HULL OFFICE).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. Jackson taught school in Grey County, Ontario, from 1872 to 1876. Graduated at Toronto University in 1881. Studied law in Toronto from 1881 to 1884. Practised law as barrister and solicitor at Ingersoll, Ontario, from 1884 to 1903. Was appointed K.C. in 1899.

## EXPERIENCE AND QUALIFICATIONS.

As a school teacher Mr. Jackson took a special course of work in mercantile and commercial subjects. He has had a large and varied experience in law practice for almost twenty years in mercantile and commercial work. He also took a special course of reading in relation to the textile fabrics, selected by one of the professors in the Textile College in Leeds, which equips him more thoroughly for the special lines manufactured in that district.

Mr. Jackson has had a thorough business education. He has an intimate knowledge of Canada, her climate, products and industries; also an intimate knowledge and acquaintance with the Canadian food products, having been brought up on a farm and having spent a part of each year thereupon, and having been closely in touch for many years with the cheese, butter and bacon industries at Ingersoll and surrounding district. He has also a very good knowledge of the milling and manufacturing industries in western Ontario.

## P. B. BALL (ESTABLISHED AT BIRMINGHAM, ENGLAND).

## PREVIOUS LOCATION AND OCCUPATION.

Commission agent with headquarters at Toronto.

## EXPERIENCE AND QUALIFICATIONS.

He served apprenticeship in the town of Guelph with the firm of Stewart & Thompson, a large general dry goods store, beginning in 1865, served three years; went to the firm of Sampson, Kennedy & Gemmell, wholesale dry goods in Toronto in 1869 and left them in 1870, going to the firm of Gordon, McKay & Co., wholesale dry goods, with whom he engaged as salesman and traveller, and for some years as buyer, visiting Great Britain and the continent twice a year. In 1878 he went into the



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general commission business and visited Great Britain and the continent eight times in connection with this. In 1885 he went to the United States partly for the purpose of perfecting his knowledge of business details as conducted there; was resident agent in Boston for three years representing large manufacturers; was travelling salesman through the western states. He returned to Canada in 1891 and opened up a commission business continuing in this until his appointment by the government.

### C. E. SONTUM (ESTABLISHED AT CHRISTIANIA, NORWAY).

#### PREVIOUS LOCATION AND OCCUPATION.

Mr. Sontum is a member of the firm of C. E. Sontum & Co., import and export agents, Christiania, Norway, established in 1890. He was appointed Canadian commercial agent for Canada in 1893. As a young man, Mr. Sontum was in the employ of Mr. B. T. Babbitt of New York, and during the last period of his employment with the said firm, acted as its general agent for Canada, in which position he visited every city and village in Ontario and Quebec.

#### EXPERIENCE AND QUALIFICATIONS.

On account of Mr. Sontum's experience and acquaintance with the Canadian and American trade, he was twice (in 1893 and 1894) selected as commercial commissioner for the Norwegian government to Canada and the United States.

He has also been specially engaged by Messrs. Hiram Walker & Sons, of Walkerville, Ontario, and the Dominion Radiator Company of Toronto, to open up their trade in northern Europe.

### S. L. HORSFORD (ESTABLISHED AT ST. KITTS).

#### PREVIOUS LOCATION AND OCCUPATION.

Mr. Horsford has been resident in St. Kitts for the last 31 years carrying on business as a general and commission merchant and estates' and shipping agent. During about 20 years of the above time, he also carried on a similar business in Nevis. Up to 1874 he resided in Antigua, where he was also engaged in mercantile pursuits.

#### EXPERIENCE AND QUALIFICATIONS.

An intimate knowledge of the British West Indies Islands and a long and varied commercial experience. For many years Mr. Horsford has been a member of the local legislative council of St. Kitts-Nevis, and of the general legislative council of the federal colony. He is also a member of the executive council of the presidency.

### R. BRYSON (ESTABLISHED AT ST. JOHNS, ANTIGUA).

#### PREVIOUS LOCATION AND OCCUPATION.

At the time of his appointment to the commercial agency service, Mr. Bryson was managing director of the firm of Geo. W. Bennett, Bryson & Co., Ltd., estate and shipping agents and general commission merchants, St. Johns, Antigua. He was associated in the management of this business with the late Hon. H. O. Bennett, who was Canadian commercial agent at the time of his death, and whom Mr. Bryson succeeded in the appointment.



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## EXPERIENCE AND QUALIFICATIONS.

The firm of which Mr. Bryson is manager, are agents of the Pickford & Black Steamship Company and other steamship companies, and consequently he is in close touch with importers and exporters.

## EDGAR TRIPP (ESTABLISHED AT PORT-OF-SPAIN, TRINIDAD).

## PREVIOUS LOCATION AND OCCUPATION.

Born in England. First trained for legal career in the office of his father, a solicitor of London; changed for mercantile pursuits, and engaged for three years in large wholesale house in London; then joined in 1872 a shipping and commission business—became partner in 1875, and has been in the same class of business ever since.

## EXPERIENCE AND QUALIFICATIONS.

Represented the colony in a tour through Canada in 1890 to report on prospects of trade between the Dominion and the West Indies; and semi-officially, in Caracas in 1901—negotiating settlement of a British claim against the Government of Venezuela (satisfactorily arranged)—and subsequently has represented Trinidad Chamber of Commerce at Congresses of Chambers of Commerce of the Empire, London, 1896 and 1900, and at Montreal, 1903, and Philadelphia, 1899.

Mr. Tripp has been on committee of Chamber of Commerce, with short intervals, from 1886 to date, and was honorary secretary of the body for eleven years.

## CHAS. M. KITTSOON (ESTABLISHED AT CAPE TOWN, S.A.).

## PREVIOUS LOCATION AND OCCUPATION.

From 1890 until 1893 Mr. Kittson was employed as clerk with Messrs. Gault Bros. Co., Ltd., Montreal. For one year, 1894, was bookkeeper with Law, Young & Co., Montreal. During the year 1895 he served as clerk for the Canadian Pacific Railway at Montreal, and the two following years, 1896 and 1897, in the same capacity for the Grand Trunk Railway Company at Montreal. From that date until his appointment as Canadian commercial agent Mr. Kittson was in the employ of the Lake of the Woods Milling Company as bookkeeper for the first three years, local manager for two years, and finally as general agent for that firm in South Africa.

## E. D. ARNAUD (ESTABLISHED AT CHICAGO, ILL., U.S.A.).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. Arnaud's business has been confined entirely to banking. He entered the service of the Bank of British North America in London, England, and came to Canada in 1868. Since that date until his appointment as Canadian commercial agent Mr. Arnaud was engaged continuously in the same work, and served in the capacity of manager for twenty-four years. He was stationed at Montreal, Toronto, Ottawa, Brantford, Arnprior, and at Antigonish and Annapolis Royal in Nova Scotia.

During that time he acquired considerable knowledge of the business condition in general in Canada.



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## ALEX. MACLEAN (ESTABLISHED AT YOKOHAMA, JAPAN).

## PREVIOUS LOCATION AND OCCUPATION.

Previous to Mr. MacLean's appointment as Canadian commercial agent he was engaged as a manufacturer, and for some time was a street paving contractor in the city of Ottawa.

## EXPERIENCE AND QUALIFICATIONS.

In early life Mr. MacLean had five years mercantile training. He also has had many years' newspaper experience as publisher and writer and fourteen years' experience as contractor for the parliamentary and departmental printing, Ottawa.

## D. H. ROSS (ESTABLISHED AT MELBOURNE, AUSTRALIA).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. Ross was born at Englishtown, N.S., in 1864, and was educated at Halifax, attending the Halifax high school, and later classes at a business college.

For three and a half years he was employed in the service of Burns & Murray, wholesale dry goods, Halifax, N.S., and at the end of that time left for New Zealand to take a position with an Auckland firm doing a large export business with the islands of the South Pacific. While employed with this firm Mr. Ross made a three months' tour of the Fiji Islands, selling New Zealand timber, produce and imported goods, to traders, and establishing business connections throughout the Fiji group. While in the same employ also, Mr. Ross went to Cambridge Gulf, Western Australia, and opened up a branch general store to supply the rush of gold miners to the supposed El Dorado of Australia.

In 1887 the firm with whom Mr. Ross was employed decided to retire from business, and he commenced business on his own account, continuing in this business—ship and steamer supplies—for ten years. During this period he also started and operated a fish cannery on the west coast and a whaling station on the east coast of New Zealand.

In 1897 Mr. Ross disposed of his interests in this business, and joined, as partner, an agency firm in Brisbane, Queensland, which gradually developed into a wholesale drug trade and supplies for hospitals and medical men.

In 1903 Mr. Ross established a branch business in Sydney, N.S.W., and handled British, American and continental drugs, &c. In May of the same year he resigned from this business to accept the position of Canadian commercial agent with headquarters at Melbourne, for the states of Victoria, South Australia, Western Australia and Tasmania.

## EXPERIENCE AND QUALIFICATIONS.

While engaged in the ships goods business Mr. Ross made out all the indents for British and American merchandise which were rarely questioned by his principals. While in the same employ he was engaged for months in the valuation of country saw mills, hotels, stores, &c., in which they held the controlling interest.

While in business on his own account in Auckland he employed about 27 hands, handling hardware, marine ironmongery, cordage, canvas, &c., introducing at a later period cotton canvas, ducks, &c., from Yarmouth, N.S. Mr. Ross frequently travelled throughout New Zealand and the chief Australian towns, thus becoming acquainted with the requirements of that part of Australia in which he was doing business.

In the year 1901 Mr. Ross visited Canada and spent some months visiting factories, &c., in Canada and the United States.



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## J. S. LARKE (ESTABLISHED AT SYDNEY, N.S.W.).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. Larke was at one time master in the High School at Ottawa; next editor and publisher of a number of newspapers in the county of Ontario; later president of the Ottawa Stove Company, and afterwards owner of the business; a director from its foundation of the Ontario Loan and Savings Company, and had interests in other manufacturing and mercantile concerns; was the organizer of the South Ontario Farmers' Association from which came the system of farmers' institutes now general in Canada; was warden of the county of Ontario and for many years reeve of the town of Oshawa and chairman of its Board of Education. At the time of his appointment as Canadian commercial agent, Mr. Larke was executive commissioner for Canada at the Columbia exposition, Chicago.

## EXPERIENCE AND QUALIFICATIONS.

Mr. Larke has had experience in milling, the post office and the Grand Trunk Railway service in addition to the offices held as above. On the completion of the Canadian Pacific Railway, Mr. Larke prepared papers for the premier of the Dominion upon the importance of making Canada an international highway between the nations upon the Pacific and Atlantic and taking special steps to extend the export trade of Canada. He has a good knowledge of the productions of Canada, both natural and manufactured, and of the leading manufacturers. During his work at the Columbia exposition Mr. Larke devoted attention to promoting the export trade of Canada and endeavoured to secure information of the possibilities of trade with Australia.

## W. A. MACKINNON (ESTABLISHED AT BRISTOL, ENGLAND).

## PREVIOUS LOCATION AND OCCUPATION.

Mr. MacKinnon attended Brampton High School and Parkdale Collegiate Institute, matriculated University of Toronto in 1892 with honours in modern languages, standing first in the province and winning the first Blake Scholarship in that department of study. He attended the law school at Osgoode Hall, winning a scholarship in the first year examination and was called to the bar in 1901.

Mr. MacKinnon spent a year and a half in the wholesale and retail hardware business with a Toronto firm, and was from 1892 to 1899 on a Grimsby fruit farm, most of the time in charge of the business management, including picking, packing, shipping, marketing, both for the home and foreign markets.

In 1899 Mr. MacKinnon had supervision of the government trial shipments of tender fruit to Great Britain in cold storage, and later was connected with the work of the Paris exposition. In 1901 he was appointed chief of the Fruit Division, under the Agricultural Department, Ottawa.

## EXPERIENCE AND QUALIFICATIONS.

During his work at the Paris exposition, Mr. MacKinnon supervised the arrangement of exhibits in Paris, and had frequent correspondence with exhibitors with a view to promoting Canadian trade in Great Britain and on the continent.

Under his appointment as Chief of the Fruit Division, Mr. MacKinnon directed the educational work of the inspectors, including farmers' institute meetings in winter, orchard meetings in summer, the giving of demonstrations in fruit packing at fall fairs and exhibitions, and the carrying out of systematic power spraying opera-



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tions in different parts of the country. He also spent nearly a year in the fruit markets of Great Britain studying conditions and requirements, and meeting brokers, wholesale and retail fruit dealers with a view to meeting their demands more fully, avoiding losses and extending the Canadian trade. In this way, Mr. MacKinnon gained some valuable experience of old country trade methods, besides securing a large acquaintance among leaders in the trade.

## WEEKLY REPORT, No. 65.

APRIL 25, 1905.

## COMMERCIAL AGENCIES.

The Department of Trade and Commerce invites correspondence from Canadian exporters or importers upon all trade matters, and will cause special inquiries to be made by the commercial agents into any subject of general interest.

Canadian commercial agents should be kept supplied with catalogues, price lists, discount rates, &c., and the names and addresses of trade representatives, by Canadian exporters. Catalogues should state whether prices are at factory point, f.q.b. at port of shipment, or, and preferable, c.i.f. at foreign port.

The undermentioned Canadian agents will answer correspondence relative to commercial and trade matters, and give information to those interested as to local trade requirements in the districts they represent.

*Canadian Commercial Agents.*

Australasia.....	{ J. S. Larke, The Exchange, Sydney, agent for New South Wales, Queensland and New Zealand. D. H. Ross, P.O. Box 140, Melbourne, agent for Victoria, South Australia, Western Australia and Tasmania.
France.....	A. Poindron, 101, Rue Réaumur, Paris.
Great Britain.....	{ P. B. Ball, Room 39 and 40, Central House Birmingham. J. B. Jackson, cor. of E. Parade and Greek Street, Leeds, agent for Leeds and Hull. P. B. McNamara, Canada Chambers, 36 Spring Gardens, Manchester. W. A. MacKinnon, Sun Buildings, Bristol.
Japan.....	Alex. MacLean, No. 14 Bund, Room B., Yokohama.
Mexico.....	A. W. Donly, Apartado 2029, Mexico, D.F., Mexico.
Norway and Sweden....	C. E. Sontum, Grubbegd, No. 4, Christiania, Norway, agent for Denmark, also.
South Africa.....	C. M. Kittson, Rhodes Building, Cape Town, Cape Colony.
United States*.....	E. D. Arnaud, Chicago, Ill.
West Indies.....	{ G. Eustace Burke, Kingston, Jamaica. R. Bryson, St. John, Antigua, agent for Antigua, Montserrat and Dominica. S. L. Horsford, St. Kitts, agent for St. Kitts, Nevis and the Virgin Islands. Edgar Tripp, Port of Spain, Trinidad, agent for Trinidad and Tobago.

*Canadian High Commissioner's Office.*

Great Britain.....	{ W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England. Harrison Watson, Canadian representative, City Trade Branch, 73 Basinghall Street, London, E.C., England.
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\* All correspondence for Mr. Arnaud should be forwarded, until further notice, to the Department of Trade and Commerce, Ottawa.



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*Canadian Immigration Agents.*

Belgium.....	D. Tréau De Cœli, 29 Rue de Souci, Antwerp.
France.....	Paul Wiallard, 10 Rue de Rome, Paris.
Great Britain.....	W. T. R. Preston, 11 and 12 Charing Cross, London, W.C., England.
	G. H. Mitchell, Newton Chambers, 43 Cannon Street, Birmingham, England.
	Alfred Jury, Old Castle Buildings, Preeson's Row, Liverpool, Eng.
	Bruce Walker, 52 St. Enoch Square, Glasgow, Scotland.
	John Webster, 14 Westmoreland Street, Dublin, Ireland.
	Edward O'Kelly, 13 Queen's Square, Belfast, Ireland.
	H. M. Murray, Western Mail Building, Cardiff, Wales.

## CANADIAN VERSUS DANISH BUTTER AND BACON.

Continuing the special series of reports upon the subject of Denmark's relatively high position in the list of countries exporting butter and bacon to Great Britain, which were published in Weekly Report No. 61, the reports published herein contain further valuable information to the Canadian exporter.

OTTAWA, April 18, 1905.

## BIRMINGHAM.

## REPORT OF COMMERCIAL AGENT.

(*Mr. P. B. Ball.*)

39 AND 40 CENTRAL HOUSE, CHRISTCHURCH BUILDINGS,  
BIRMINGHAM, ENG., April 1, 1905.

## STATEMENT OF COMPARISONS.

From the most casual study of British returns (see statement in Weekly Report No. 61), it will be seen that Great Britain's imports of butter continue to increase. For the four years Denmark contributes to the British market an amount far in advance of all competitors. In that period Australia and New Zealand have shown the most noticeable advances. This is attributable to the great attention these countries have devoted to all matters of packing and regularity of quality and quantity. For 1904, Canada shows a considerable increase over 1903, but a decrease compared with 1902.

## CANADA'S CARELESS SHIPPING.

In my report of March, 1904 (Weekly Report No. 10), I drew attention to the carelessness very usual in shipping butter from Canada. One can hardly understand the dealers of Great Britain, who purchase such enormous quantities, paying so much attention to minor matters; but it is the small things that count in Great Britain. All countries except the United States and Canada pay special attention to these small matters.

## UNIFORMITY OF QUALITY.

It is not with the quality of Canada's well-packed and well-made butter that fault is found, but with the lack of uniformity in quality. A dealer will get one shipment under a certain brand, and it is particularly good; he gets the price and is thoroughly satisfied with it, and opens up a regular trade; the next shipment comes, marked with the same brand, but a comparison with the former shipment is quite impossible. There



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would be a difference in the salting, colour, and other points, and it can be readily understood how detrimental to trade such a procedure is.

The British importer or dealer, naturally wishes to conduct his business with as little trouble as possible, and this want of uniformity in quality is a hindrance to him. He must deal with shippers on whom he can rely for regularity, and this is one of the things which prevents Canada from more largely developing her butter exports to Great Britain.

#### ALL THE YEAR ROUND SHIPMENTS.

Another thing which makes against Canada, is that she does not ship all the year round. Ireland and Denmark ship all the year round, and their monthly product is about equal. Canadians are not able to do that, and the summer shipments have to contend with the heat. Of course, in Canada there are good cold storage facilities. Every retail grocer has his refrigerator, but I do not suppose there is a retailer in Great Britain in possession of such a thing. The variations of temperature are much against it.

#### DUMPING BUTTER IN OVER-HEATED DOCKS.

Coming out of cold storage from the ocean ships, unless by special arrangement otherwise, the butter is dumped down in docks very much over-heated, and necessarily this does not very much improve its quality. However, all export countries, with the exception of Ireland and Denmark, have this to contend with.

#### PREFER BUTTER IN CASKS.

British buyers prefer the butter in casks. The Irish send them in  $\frac{1}{2}$ -cwt. (56 lbs.) or 1-cwt. (112 lbs.), but the Danish people send 1-cwt. casks. The brand of the dairy is always placed on the side, so that it cannot be removed. Each dairy has a trade mark, and that is almost half the selling.

#### GOVERNMENT SUPERVISION OF DAIRIES.

Government supervision of all the butter factories in Denmark tends to produce regularity, and Danish butter makers take particular pride in the prize that is given every year by the government for perfection in the factories.

#### BACON.

Canada is considerably improving her exports of bacon to Great Britain. Her product does not command as high a price as either Irish or Danish. Certain qualities sent from Canada are sold here as prime English bacon.

#### TRADE LOSS FOR WANT OF 'BRANDING.'

Canada suffers largely from not branding the bacon 'Canadian.' There is very often no distinction made here between American and Canadian bacon, and I think the lower-priced American bacon, the soft corn-fed article, is very much inferior to Canada's harded and firmer qualities.

#### UNLIMITED DEMAND FOR CANADIAN BACON.

There is an unlimited demand for Canadian bacon in Great Britain, now that the Canadians seem to realize that the British want only the best goods. A statement published in Weekly Report No. 61, will show Great Britain's imports of bacon for the years 1901, 1902, 1903 and 1904.



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ALL ARTICLES MADE IN CANADA SHOULD BE BRANDED.

I cannot too strongly recommend the Canadians to brand their packages ‘Canadian.’ There is a wonderful feeling prevalent here towards Canadian goods, and the British, if they knew, would much prefer buying Canadian products, but in the retail stores everything seems to be sold as ‘American.’

DIRECT SHIPMENTS TO INLAND TOWNS.

It would be more profitable in every way were the Canadians to ship direct to the inland towns, instead of dumping so much down in Liverpool, London, Bristol and other ports. Better prices would be commanded, and cheaper through rates could be obtained. I have assisted many people in this district with direct apple shipments, and they speak so favourably of it that I know the same method could be adopted with regard to other Canadian products.

REGULAR SHIPMENTS SHOULD BE MADE.

The dealers in this district assure me that they would much prefer having goods shipped direct if they could be quite sure of having regular consignments; and, personally, I think the influence on prices would be beneficial if, instead of dumping everything into these markets, when every one else is doing the same, the Canadian shippers would make weekly or fortnightly shipments regularly.

CURRENT QUOTATIONS.

The following table of current quotations may interest Canadian shippers of the various articles:

	<i>Butter per 112 lbs. (1 cwt.)</i>		<i>s.</i>	<i>d.</i>	<i>s.</i>	<i>d.</i>
Danish choicest.. . . . .	112	0	to	116	0	
Siberian.. . . . .	106	0		108	0	
New Zealand.. . . . .	108	0		111	0	
Australian.. . . . .	106	0		109	0	
Argentine.. . . . .	106	0		107	0	
<i>Cheese per 112 lbs. (1 cwt.)</i>						
Finest.. . . . .	57	0		59	0	
<i>Bacon per 112 lbs. (1 cwt.)</i>						
Irish.. . . . .	63	0		67	0	
Danish.. . . . .	59	0		64	0	
Canadian—						
Wiltshire cut.. . . . .	48	0		54	0	
“    Long rib.. . . . .	43	0		47	0	
“    Cumb. cut.. . . . .	43	0		47	0	
American—						
Long clear.. . . . .	38	6		41	0	
Short rib.. . . . .	40	6		43	0	
Cumb. cut.. . . . .	39	0		42	0	
Clear bellies.. . . . .	39	0		44	0	
Short clear backs.. . . . .	38	0		39	0	
Shoulders—						
New York cut.. . . . .	31	0		32	0	
Square.. . . . .	32	6		34	0	
Square picnic.. . . . .	28	0		32	0	



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<i>Hams per 112 lbs. (1 cwt.)</i>	s.	d.	s.	d.
Long cut. . . . .	44	0	48	0
A. C. 12-16 lb. . . . .	43	0	47	0
A. C. skinless. . . . .	45	0	49	0
Canadian long cut. . . . .	45	0	50	0

P. B. BALL.

LEEDS AND HULL.

REPORT OF COMMERCIAL AGENT.

(*Mr. J. B. Jackson.*)

NORTH BRITISH AND MERCANTILE BUILDINGS,  
EAST PARADE, LEEDS, April 6, 1905.

DENMARK'S BUTTER IMPORTING SYSTEM.

The pre-eminence of the Danish butter in the British markets has been brought about by organization and co-operation.

In 1903 the co-operative dairies in Denmark numbered 1,057, with 150,000 members. The larger dairies have the capacity of manufacturing the milk of from 1,000 to 2,000 cows each. They produced 1,580,000 cwts. of butter which was sold for \$47,-860,000. Of this vast amount of butter 95 per cent was exported to Great Britain, being 43·4 per cent of all butter imported.

CO-OPERATIVE DAIRIES.

These co-operative dairies are productive societies in which all the shareholders have equal rights no matter whether they own one or one hundred cows, the profit is proportionate to the quantity and quality of milk delivered, and all expenses are equally divided according to the same measure.

BUTTER SHIPPED WEEKLY.

These Danish co-operative creameries are organized, and conducted very much along the same lines as the creameries and cheese factories in Canada, with one notable exception, that the produce is shipped weekly through a central organization no matter what the market is. The butter is shipped to Copenhagen, or the port of delivery on Wednesday of each week, and is forwarded from there on Thursday night for the ports of Hull and Newcastle by steamer built and fitted up expressly for the butter trade. On the arrival of these steamers at the above ports on Saturday night or Sunday, special express butter trains are provided so that the butter is delivered in all the large centres in England early on Monday morning following.

Almost all the butter is sent to and handled by two large concerns here, the Co-operative Association, Limited, and the Maypole Butter Company, Limited, and these institutions by means of their numerous branches in every town of any note in England are enabled to place and distribute the butter at a minimum of expense.

THE MAGNITUDE OF THE BUTTER INDUSTRY.

The importance of the industry may be better appreciated when it is known that special fleets of steamers vie with each other in bringing it to England, and when delivered here the railroads tapping the east coast, such as the North Eastern, Lancashire and Yorkshire, the London and North Western and the Midland, provide for its quick distribution special fast express butter trains.



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The price is fixed in Copenhagen by a central authority at so much per hundred weight on Wednesday of each week, and the price of butter at Copenhagen fixes the price of butter here in the same way as the Chicago grain market fixes the price of grain in America. All Danish butter is packed in kiels (casks) of 112 pounds.

## BRANDING OF BUTTER.

In 1900 the Danish Creameries Association for branding Danish butter was established, its object being to protect and safeguard the Danish export trade. To prevent falsification and protect their goods from substitution, &c., a trade mark, the so-called 'Lurmarke' (horn mark) has been registered both in Denmark and Great Britain. The association supplies staves branded with such mark to the various creameries, so that each cask may be provided with one such stave. A careful control is exercised by the association, the staves being numbered, and each creamery has its own number.

## BRANDING OF CASKS.

The association now includes over 1,300 creameries, or over 90 per cent of all Danish creameries, and the government is now being asked to make the branding of casks with this mark obligatory for all butter producers of exported butter.

## PRIVATE DAIRIES.

Apart from the co-operative creameries, there are also 188 ordinary dairies worked by private owners, each of which generally buys the milk of on an average of 100 cows, and turns it into butter, and 63 creameries belonging to large estates in which farmers churn the milk of their own cows.

A large proportion of these dairies are also members of the association for branding Danish butter, and use the 'Lurmarke,' and it is quite the exception to find any Danish butter in North England without this distinguishing 'horn mark.'

## MANNER OF QUOTING AND EXAMINING BUTTER.

The manner of quoting and examining the butter at Copenhagen has had an excellent effect upon Danish dairy work, inasmuch as it has tended to quicken the interest in producing better butter, even the best possible, and to strengthen dairy organizations.

## WEEKLY PAPER DEVOTED TO BUTTER.

A great number of these dairies are also united in a common association known as 'The Co-operative Jyske Dairy Association,' in addition to being an exporting and inspecting society, it also publishes a weekly paper dealing in matters of mutual benefit for the advancement of society work.

## PROGRESS OF THE DANISH PEASANTRY.

This most successful application of co-operation in agriculture, the most successful the world has ever seen, is all the more remarkable when we note that only a little over one hundred years ago the Danish peasantry were serfs.

The social development of this class, and the causes which awakened its energy, and quickened its intelligence was first the arousing of a strong national movement among the Danish people, and secondly, the culminating of this movement in the formation of the Danish People's High School, a distinctly national institution, which has grown and spread out, benefiting especially the agricultural industry, and planting technical agricultural schools in the different sections of the country. To such technical schools the Danish people are indebted for their marvellous advances in agriculture. Sound technical education is at the bottom of it all.

J. B. JACKSON.



MANCHESTER.

REPORT OF COMMERCIAL AGENT.

(Mr. P. B. MacNamara.)

CANADA CHAMBERS, 36 SPRING GARDENS,  
MANCHESTER, ENG., March 31, 1905.

STOCK OF PROVISIONS AT LIVERPOOL.

Estimate of the stock of provisions, &c., in the port of Liverpool, on the 31st March, 1905; together with the figures at the corresponding date last year, and also of last month:—

	March 31, 1905.	Feb. 28, 1905.	March 31, 1904.
Bacon . . . . . Boxes	18,104	23,042	24,802
Hams . . . . . "	6,666	9,350	6,353
Shoulders . . . . . "	5,372	5,278	2,188
Butter . . . . . Cwt.	2,195	2,458	5,137
Cheese . . . . . Boxes	58,785	83,583	88,884
Lard (Prime Steam Western) . . . . . Tierces	6,082	7,265	5,197
Lard (Imported Pure Refined Lard) in tierces, firkins or other packages . . . . . Tons	2,360	3,385	2,757
Lardine and compound . . . . . "	169	485	150

INQUIRIES RELATING TO CANADIAN TRADE.

Since the publication of the last weekly report there have been received at the Department of Trade and Commerce the following inquiries relating to Canadian trade. The names of the firms making these inquiries, with their addresses, can be obtained upon application to: ‘SUPT. OF COMMERCIAL AGENCIES, THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA.’

Persons Desiring any of These Addresses Will Please Quote the Reference Number.

- 643. A London provision merchant has asked to be placed in communication with Canadian firms exporting *cheese, butter, eggs, bacon, &c.*
- 644. A Copenhagen firm desires to get into direct business connection with reliable Canadian packers of *fresh apples* in barrels for export.
- 645. A firm of leather factors is desirous of doing business in Canada with English *sole* and *harness leathers* and Australian harness leathers.
- 649. An old-established firm of importers, possessing a connection in the paper trade, wishes to secure the United Kingdom agency of a first-class Canadian manufacturer of *newspaper* on reels or in reams.
- 647. A London firm manufacturing *tents, tarpaulins, awnings* and various kinds of canvas work, would like to do business in Canada.
- 648. A Hamburg firm would like to represent a few of the larger *produce exporters* from Canada, and will also act as *buying agents* in Germany. The firm also gives the Norddeutsche Bank in Hamburg as a reference, in addition to Bradstreet and Dun.



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## WEEKLY REPORT No. 64.

## MEXICO.

## REPORT OF THE COMMERCIAL AGENT.

*(Mr. A. W. Donly.)*MEXICO CITY, MEX., March 31, 1905.  
Apartado 2029.

## APPLES.

Canadian winter apples will find a good and growing market in Mexico. However, to give satisfaction they must be carefully selected and packed. If these conditions cannot be met they might better not be sent. Only the firmest and most carefully selected stock can be transported, in good condition, south to Mexico through and into the warm climate of the tropics. The market here prefers a large, rather than a small apple, and those who are not posted in regard to northern varieties prefer generally a bright coloured fruit.

## PACKAGES.

As for packing, I would recommend that apples of the same variety should be selected as nearly as possible to one size, that each apple should be wrapped in tissue paper, and that they should invariably be packed in medium sized boxes and never in barrels. One concern here received last fall a carload of apples from Ontario. The instructions had been explicit as to selection of fruit and packing. They were not carried out, especially as to the selection of fruit, and the result was that the importers were unable to clear themselves on the shipment; whereas had they been followed, not only would the importers be encouraged to repeat their initial order, but Canadian apples would now be favourably known in this market.

The success of this trade would, undoubtedly, depend to a large extent on the establishment of a direct fast steamship service on the east coast, and it would be materially helped did the boats have cold storage accommodations.

## BOXES AND BOX SHOOKS.

According to the latest statistics available, those of 1905, the total value of wooden boxes and shooks imported into the Republic was \$304,000. Of this amount the United States contributed \$299,000 and Canada \$1,634. I think I am safe within the mark if I should put the present yearly importation at \$400,000, as the consumption is very much on the increase.

At present one Canadian firm is reaching out for this trade, and even with the handicap of a high freight rate, and having to ship via New York, with considerable success. I am reliably informed that could a freight rate of twenty-five cents less per 100 pounds be secured that Canadians could practically control this market. The present freight rate is somewhat over ninety cents per 100 pounds, making it possible for the Canadian article to compete only in the Gulf ports and cities adjacent. Even at such a short distance from the coast as this city it is unable to compete with the American article.

## CATTLE.

The value of cattle imported during the calendar year 1902 amounted to \$216,000, and of this amount the sum of \$200,000 went to pay for importations from the United



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States. This is entirely apart from thoroughbred bulls and cows imported for breeding purposes. Stockmen here are continually purchasing cattle to improve the breed of their ranges, and practically all the dairies within a short radius of the large cities depend upon imported stock, the native stock being practically as expensive to feed and giving much smaller returns in milk.

## BANANAS.

Planters in the neighbourhood of Tampico are again turning their attention to banana growing for export. Some years ago boats left Tampico regularly with cargoes of bananas, but due to low prices and other difficulties the trade fell off and the production was consequently stopped. Now, however, it is being revived, and the chances are that it will soon reach its former importance. The Mexican banana is of superior quality and should find a ready market in Canada.

## PINEAPPLES.

Large quantities of pineapples are raised in the State of Vera Cruz for export to the United States. During the last few months shipments have been especially heavy. The fruit is of a specially high quality, having originally been brought here from French Guiana. Pineapples of the Mexican product bring at times in the United States as high as \$1.50 and \$2 each.

## YELLOW FEVER.

During recent years yellow fever has been more or less prevalent at all the ports of the Gulf coast. Due, however, to energetic action on the part of the federal health authorities, it is now under control, and the probabilities are that in future it will never make sufficient headway to become epidemic.

A. W. DONLY.

## TRINIDAD AND TOBAGO.

## REPORT OF COMMERCIAL AGENT.

*(Mr. Edgar Tripp.)*

PORT OF SPAIN, TRINIDAD, March 29, 1905.

## FLOUR.

The position of wheat in the United States is no doubt attracting much outside attention, and even in our comparatively limited market the situation is watched with some interest. The time seems to be approaching when consumption will equal home production in the great Republic. Already large quantities of Canadian wheat milled and exported in bond go to swell the United States export of flour. But a more significant aspect of the question is afforded by the fact that flour is now being received in the West Indies from Europe.

Small shipments of what is described as 'Patent English Milled Family Flour' are now arriving regularly, and other lots have come from France and Austria. The quality is good, and meets a fair market here. If the wheat was from Canada does it not, in conjunction with what occurs in the United States, point to the suggestion that the milling industry of the Dominion is not keeping pace with its wheat production?

EDGAR TRIPP.



## BRISTOL.

## REPORT OF COMMERCIAL AGENT.

*(Mr. W. A. MacKinnon.)*

SUN BUILDINGS,

BRISTOL, ENG., March 31, 1905.

## BRISTOL AND CANADIAN TRADE.

The port of Bristol, in addition to serving its own large population, is one of the most convenient distributing centres for the Midlands and the West of England. As transportation facilities are extremely important in the development of trade, I give herewith some information regarding the Midland Railway, one of the two great systems which serve this port.

## SHIPPING FACILITIES.

Compared with other ports, Bristol is one of the cheapest places in respect of dues and charges which could be selected, whilst the fullest possible accommodation exists for berthing and discharging vessels at the lowest cost to the shipper.

## RAILWAY ACCOMMODATION.

The Midland Railway's depots are situated on the Bristol docks, and by means of first-class lighters they convey goods free between the vessels and their cars. This, in many instances, is a distinct advantage to the trader, as the process of handling goods overside to the lighters is cheaper than transferring to quay and thence to cars. A splendid service of express goods trains runs to all points, and goods can be delivered at almost any destination within 24 hours of arrival at the port.

## STORAGE AND WHARFAGE ACCOMMODATION.

The Midland Railway Company have excellent storage accommodation for grain and flour at exceptionally low charges, and frequently have as much as 250,000 bags of flour in store at one time. They also provide separate storage accommodation for cheese, bacon, eggs, &c., in well ventilated warehouses, capable of holding 50,000 boxes, and at moderate charges. The railway cars run direct into the warehouses, so that loading or unloading can be safely performed in all weathers.

For the storage of oil, and other goods in casks, they have extensive rock cellars which are maintained at almost uniform temperature of 54 degrees.

## AVONMOUTH.

Avonmouth is an integral part of the port of Bristol, the dock and railway facilities there being of a first-class nature, and the Midland Railway Company's express trains convey goods from that dock with the same despatch, and at the same rates, as from Bristol itself.



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The following important towns are within easy distance of the port and already do a large business in grain, flour and provisions, of which Canadian exporters might well do a much greater proportion:—

Name of Town.	Miles from Bristol.	Population.	Description of Goods.
Birmingham.....	100	478,110	Consumes immense quantities of flour, grain, cheese, eggs, turkeys and produce generally.
Bath.....	12	51,800	Imports, poultry, cheese, butter, bacon, fruit, timber, &c.
Cheltenham.....	32	42,900	Fruit, eggs, bacon, butter, poultry, &c.
Coventry.....	90	52,700	Eggs, butter, bacon, cheese, lard, grain, flour and produce generally.
Derby.....	140	100,000	" " "
Exeter.....	70	45,800	" " "
Gloucester.....	30	40,000	" " "
London.....	120	4,232,000	" " "
Leicester.....	130	175,000	" " "
Nottingham.....	150	214,000	" " "
Plymouth.....	130	154,000	" " "
Worcester.....	60	43,000	" " "

W. A. MacKINNON.

INQUIRIES RELATING TO CANADIAN TRADE.

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Persons desiring any of these Addresses will please Quote the Reference Number.

630. A Glasgow firm manufacturing *Biscuits* is prepared to appoint suitable Canadian resident agent to introduce their goods.

631. A London firm seeks the services of an influential Canadian house to undertake the sale of *Lubricating* and other *Oils, Solidified Lubricants, Petroleum Jellies* and similar goods.

632. A Sheffield firm manufacturing *High Speed Air Hardening Tool Steel*, also *Files* and other *Tools*, is prepared to appoint suitable resident agent.

633. A Glasgow manufacturer of *Machine Tools* of various kinds seeks the services of a Canadian resident agent who possesses a connection among railway, tramway and similar enterprises.

634. A Lancashire manufacturer of *Matches*, and who can use large quantities of *Box Shooks*, desires to correspond with Canadian shippers.

635. A large wholesale firm at Liverpool, with connection throughout England, wishes to correspond with *Canadian Cannerys*.

636. A Lancashire firm manufacturing *Matches*, and at present getting their supplies from the continent, would be glad to open correspondence with Canadian makers of *Match Splints*.

637. A Manchester firm in a position to handle *Sideboards* largely, wishes to correspond with Canadian manufacturers, to give specifications and obtain prices.

638. Lancashire and Cheshire firm engaged in *Mill Supplies* and manufacture, wish to correspond with Canadian makers of *Cotton-mill Skewers*.



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639. A Manchester firm dealing extensively in *Wood* manufacture, wishes to correspond with Canadian manufacturer of *Wooden Wheels* complete, and the various *Parts* of.

640. A British firm is now prepared to furnish *Special Patent Furnaces* and appliances for *Crematoria* or to build *Crematoria* complete, and desires direct communication with cities, towns, or corporations desiring to erect same in Canada.

641. A Bristol firm manufacturing *Essences*, *Essential Oils*, *Fruit Syrups* and *Cordials* and various *Chemicals* and *Drugs* seeks the services of a suitable Canadian resident agent.

642. A firm of wholesale *Tea* dealers, direct importers from India, Ceylon and China wishes to form a connection for the sale of *Teas* in Canada.



